



Willamette Valley MLS

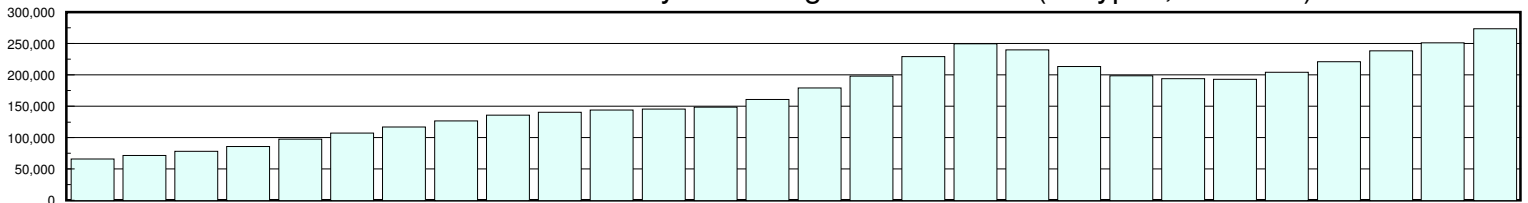
September 2017

Valley Real Estate Review

	Active Offices	Combined Sales Force	Total Listing Issued	Total Annual Sales	Total Annual Dollar Volume
2007	505	2,194	18,425	8,899	2,226,574,295
2008	481	1,898	16,957	5,954	1,433,604,120
2009	493	1,725	14,807	5,869	1,257,251,311
2010	484	1,607	14,870	5,772	1,149,297,552
2011	456	1,433	11,783	5,788	1,127,525,552
2012	461	1,417	11,654	6,541	1,266,808,552
2013	463	1,471	12,465	7,590	1,555,464,240
2014	457	1,597	12,867	7,908	1,751,100,072
2015	474	1,803	13,914	10,071	2,409,748,596
2016	502	2,063	14,486	10,991	2,766,313,799
2017 year to date	544	2,314	11,526	8,401	\$2,303,268,566

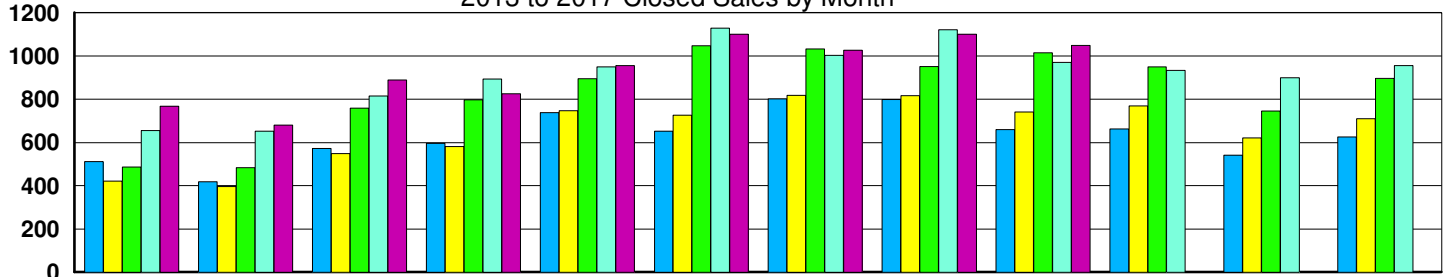
	2016	2017	% of Change
Active Listings	3,195	3,084	-3.47%
Months of Inventory	3.16	3.05	-3.48%

1990 to 2017 ytd Average Sales Prices (all types, all areas)



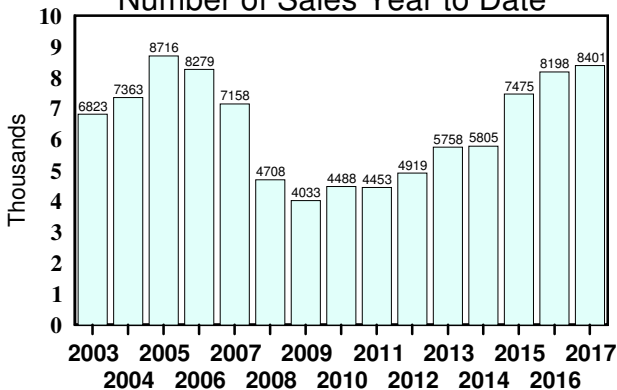
Year	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Price	66,718	72,002	78,723	86,339	98,379	107,670	117,470	127,493	136,601	140,886	144,482	146,282	149,460	161,637	179,917	198,908	230,064	250,205	240,780	214,219	199,116	194,804	193,672	204,936	221,434	239,276	251,689	274,166

2013 to 2017 Closed Sales by Month



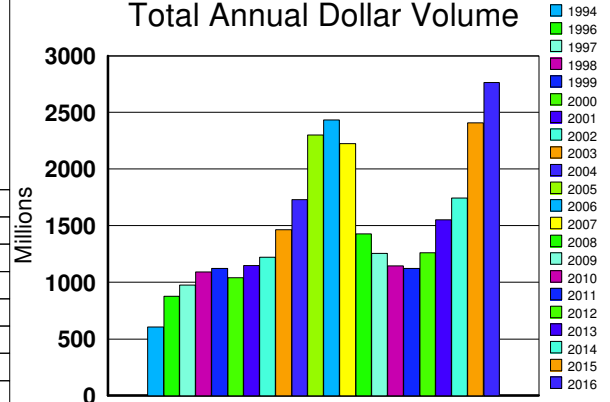
	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
2013	512	419	573	599	739	653	802	800	661	663	542	627
2014	423	397	550	582	748	727	819	817	742	770	622	711
2015	487	484	762	798	896	1048	1033	952	1016	951	747	898
2016	656	653	816	894	951	1129	1006	1122	971	935	901	957
2017	768	681	890	826	956	1101	1027	1102	1050			

Number of Sales Year to Date

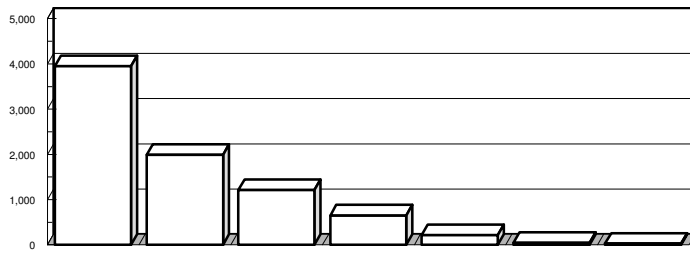


Year	Number of Sales Year to Date	Percent Increase/Decrease From Previous Year
2009		-14.34%
2010		11.28%
2011		-0.78%
2012		10.46%
2013		17.06%
2014		0.82%
2015		28.77%
2016		9.67%
2017		2.48%

Total Annual Dollar Volume

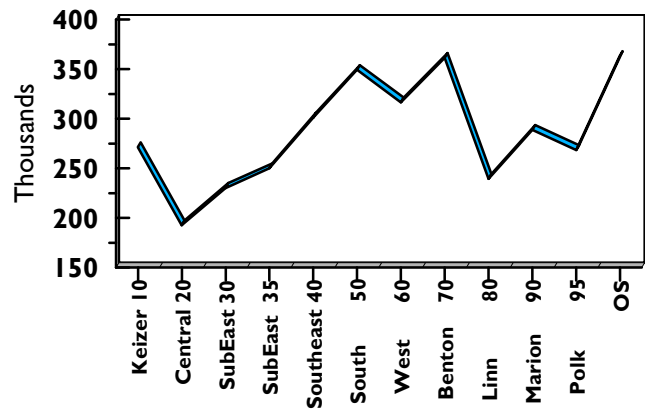


Top Sales Terms 2017 Year to Date



CNV	CSH	FHA	VA	USDA	1TD	LSC
3,951	1,993	1,212	657	215	45	30

Residential Average Sales Prices by Area Year to Date



% Chg = Percent of change from previous year

Residential Average Sales Prices by Area

AREA	2013	% Chg 12/2013	2014	% Chg 13/2014	2015	% Chg 14/2015	2016	% Chg 15/2016	2017 Year to Date
Keizer 10	\$200,691	13.24%	\$213,451	6.36%	\$228,235	6.93%	\$256,083	12.20%	\$271,597
Central 20	121,602	20.27%	141,510	16.37%	145,819	3.05%	168,057	15.25%	192,852
SubEast 30	152,181	15.56%	162,746	6.94%	187,193	15.02%	209,396	11.86%	230,562
SubEast 35	165,920	7.00%	183,966	10.88%	201,911	9.75%	229,343	13.59%	250,137
Southeast 40	216,998	11.27%	229,231	5.64%	256,625	11.95%	284,586	10.90%	301,539
South 50	261,056	6.65%	264,105	1.17%	301,696	14.23%	322,094	6.76%	349,450
West 60	231,284	13.82%	235,298	1.74%	252,158	7.17%	277,550	10.07%	316,685
Benton 70	281,489	3.93%	288,705	2.56%	313,218	8.49%	335,478	7.11%	361,597
Linn 80	169,823	7.89%	178,928	5.36%	202,488	13.17%	211,254	4.33%	239,421
Marion 90	198,411	1.68%	222,347	12.06%	249,230	12.09%	271,827	9.07%	288,855
Polk 95	195,440	7.63%	207,252	6.04%	235,510	13.63%	250,752	6.47%	268,642
Total Average	\$215,207	9.32%	\$227,879	5.89%	\$245,098	7.56%	\$263,415	7.47%	\$286,976



September 2017

New Construction Statistics

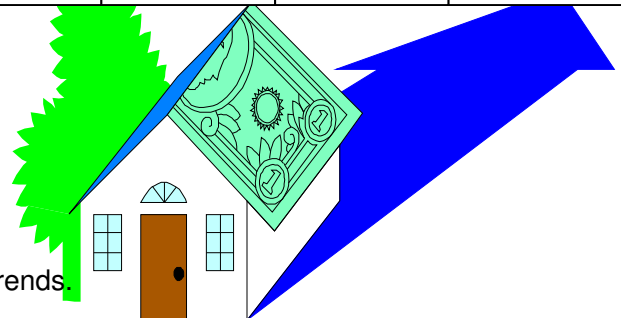
A member owned cooperative MLS Since 1949

New Construction Residential	Area 10 Keizer	Area 20 Central Salem	Area 30 Suburban NE	Area 35 Suburban SE	Area 40 SE Salem	Area 50 South Salem	Area 60 West Salem	Area 70 Benton County	Area 80 Linn County	Area 90 Marion County	Area 95 Polk County
Units Sold 12 Mos to date	43	2	15	2	69	55	49	72	195	59	92
Average Sales Price	\$349,781	\$246,500	\$244,158	\$243,150	\$405,436	\$381,954	\$328,780	\$344,241	\$288,791	\$345,269	\$296,975
Average Square Footage	2,208	1,527	1,501	1,623	2,186	2,183	1,996	2,138	1,869	2,133	1,761
Average Cost per Square Foot	\$158.00	\$162.00	\$163.00	\$149.00	\$185.00	\$175.00	\$165.00	\$161.00	\$155.00	\$162.00	\$169.00
Average Day on the Market	226	78	97	80	157	173	163	121	195	155	162
Currently Active Listings	6	0	4	0	35	14	18	20	105	38	20

New Construction Residential	Sales 2013	Sales 2014	Sales 2015	Sales 2016	Sales 2017 Year to Date	Currently Active	Currently Pending
Units	518	631	712	586	478	274	57
Average Price	\$233,900	\$248,308	\$267,239	\$305,337	\$331,884	\$391,692	\$385,299
Average Square Footage	1,826	1,888	1,926	1,990	1,981	2,157	2,205
Average Cost per Square Foot	\$128.00	\$132.00	\$139.00	\$153.00	168	\$182.00	\$175.00
Average Days on the Market	142	145	147	164	165	103	51



Equal Housing Opportunity

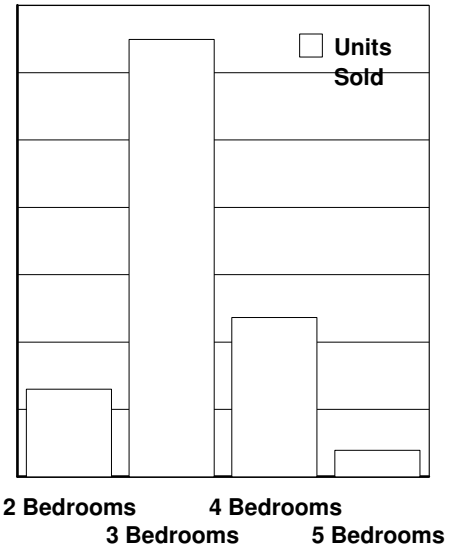


Many factors contribute to fluctuations in data - users should analyze over an extended period to ascertain market trends.

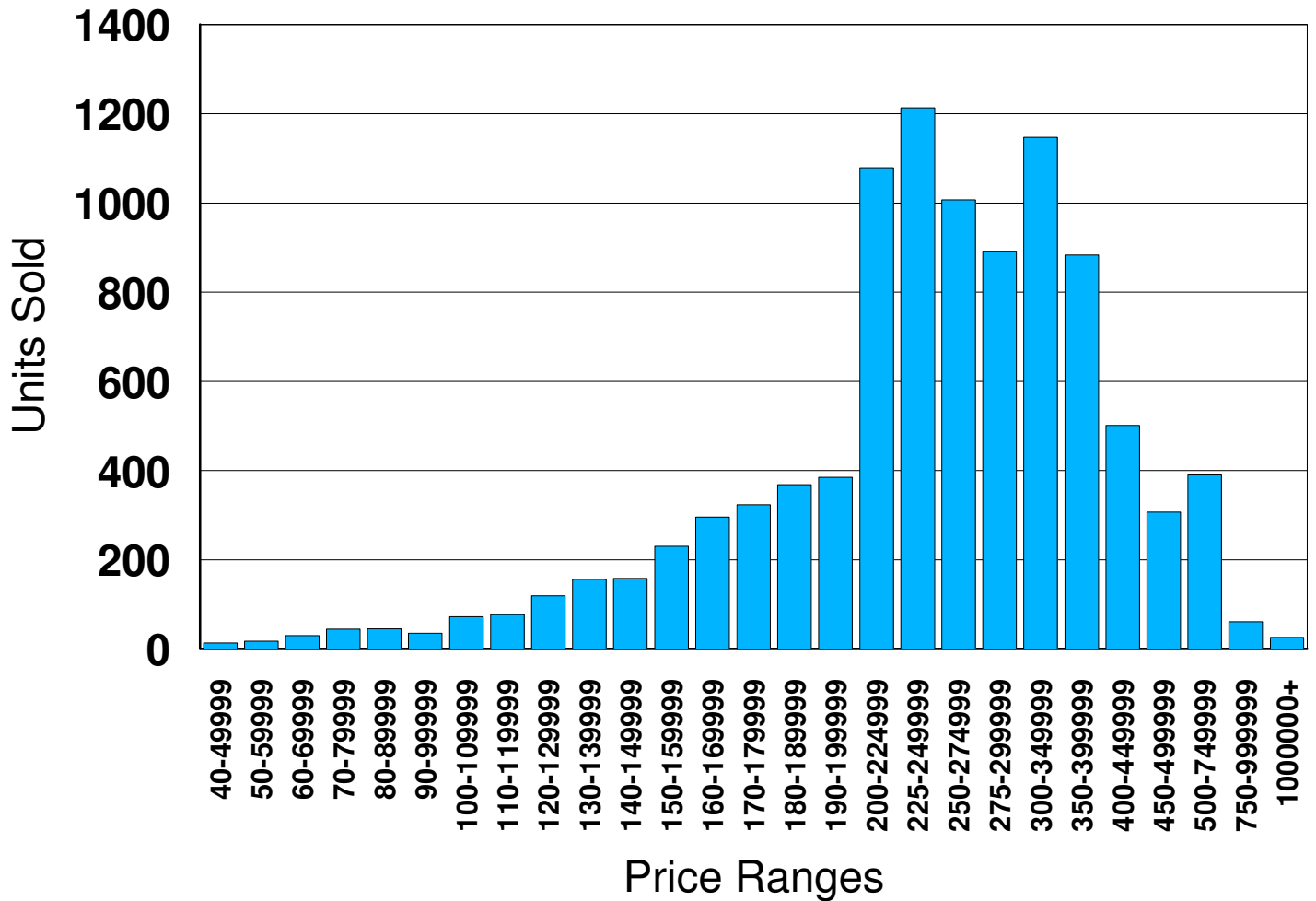
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Residential Sales by Number of Bedrooms

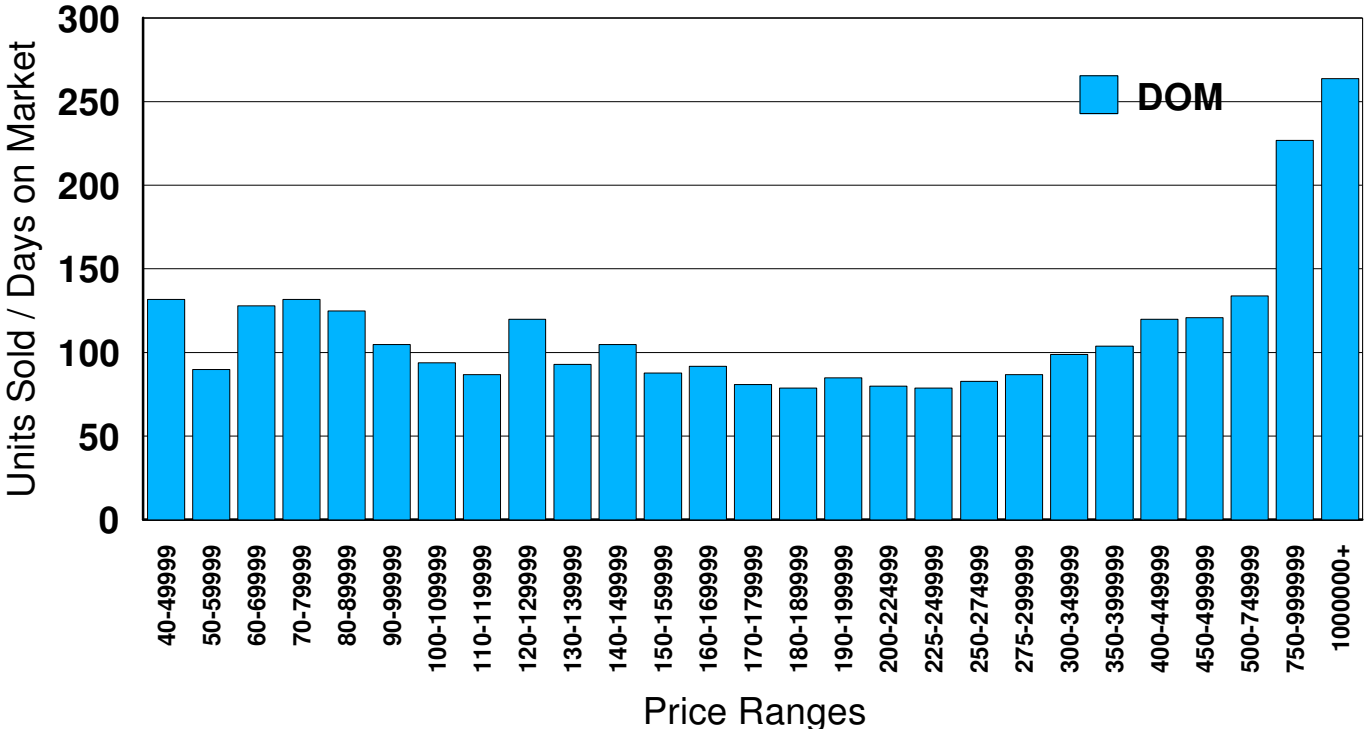
	2 Bedrooms	3 Bedrooms	4 Bedrooms	5 Bedrooms
Number Sold 12 Months	1,303	6,500	2,371	399
Average Sales Price	186,379	263,153	339,637	410,808
Average Square Footage	1,148	1,625	2,295	2,972
Average Cost per Square Foot	\$162.00	\$162.00	\$148.00	\$138.00
Days on Market	85	90	108	115
Active on the Market	174	915	527	128



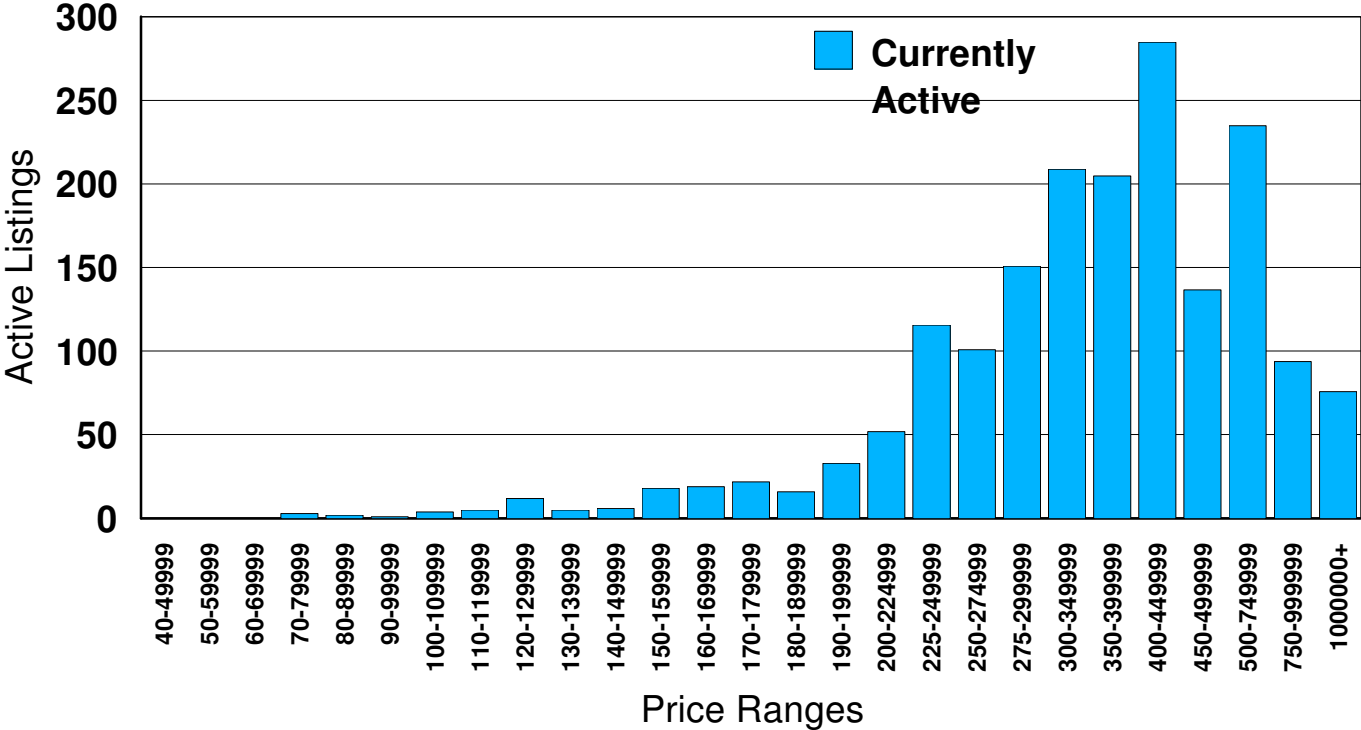
Residential Sold Listings by Price Range 12 Mos



Residential Listings by Price Range - Days on the Market



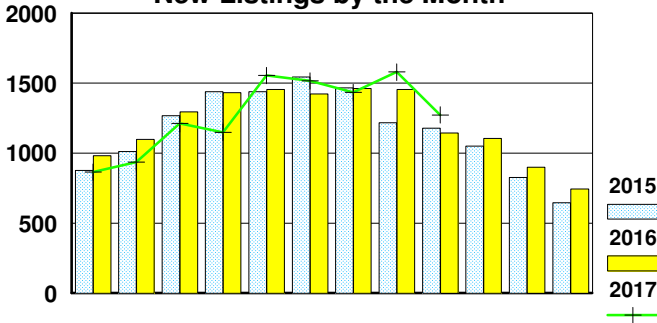
Active Residential by Price Range



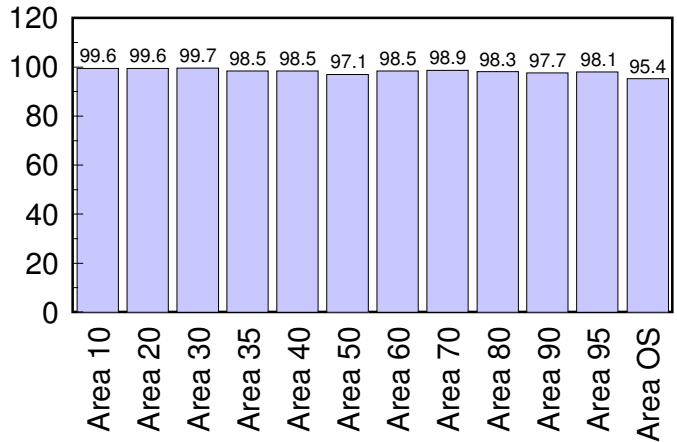
Residential Sold Price Analysis

AREA	2015 Units Sold	2015 Dollar Volume	2016 Units Sold	2016 Dollar Volume	2017 Units Sold Year to Date	Active on the Mkt	2017 Dollar Volume Year to Date	Original Average List Price	Average Sales Price	% Sale to List	Days on the Mkt	Average Square Footage	Price Per Square Foot
10	551	\$125757742	586	\$150065095	437	66	\$118688120	\$272671	\$271597	99.6	87	1740	\$156.00
20	373	54390492	397	66718758	339	44	65377122	193454	192852	99.6	80	1479	130.00
30	361	67576977	407	85224348	329	43	75855158	231241	230562	99.7	81	1554	148.00
35	327	66025111	378	86691869	293	24	73290183	253886	250137	98.5	84	1619	155.00
40	799	205044084	849	241614245	704	152	212283767	305896	301539	98.5	86	1883	160.00
50	402	121281795	457	147197003	384	88	134188904	359799	349450	97.1	109	2198	159.00
60	618	155833656	609	169028281	471	116	149159061	322092	316685	98.5	85	2124	149.00
70	1064	333264639	974	326755832	715	171	258541940	365545	361597	98.9	82	2039	177.00
80	1432	289964103	1831	386806659	1331	378	318669573	243489	239421	98.3	94	1602	149.00
90	958	238762627	1056	287049492	797	231	230217449	295357	288855	97.7	92	1744	166.00
95	559	131650554	656	164493696	518	129	139156695	273267	268642	98.1	111	1751	153.00
OS	581	177364326	629	214052749	494	230	179455675	380773	363270	95.4	111	1922	189.00

New Listings by the Month

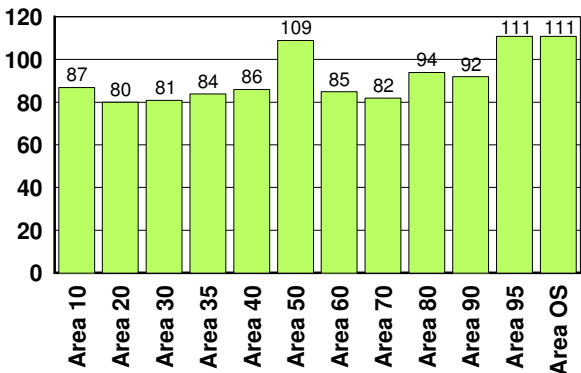


Percent of Sales Price to List Price (YTD)

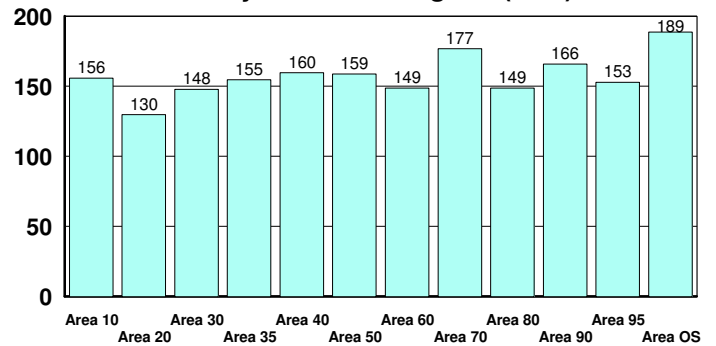


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2015	878	1013	1269	1441	1441	1546	1468	1220	1181	1053	828	649
2016	985	1100	1297	1435	1456	1424	1463	1456	1147	1108	901	746
2017	866	937	1212	1150	1555	1517	1434	1581	1274			

Average Days on the Market (YTD)



Average Sales Price Per Square Foot By Area Including Lot (YTD)





Willamette Valley MLS

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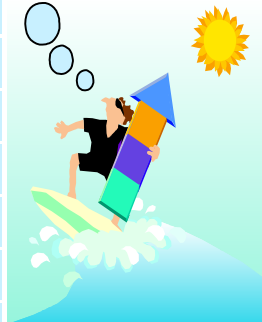
The Statistics presented in this update are compiled by the WVMLS. Statistics reflect sales made by member offices for properties listed in the Willamette Valley, Oregon. Many factors contribute to fluctuations in data. Users of this report should analyze data over an extended period to ascertain market trends. Information is deemed reliable but not guaranteed. Copyright 2017 WVMLS All rights reserved

Executive Vice President/Editor
Jay A. Gordon
We welcome your comments and suggestions.



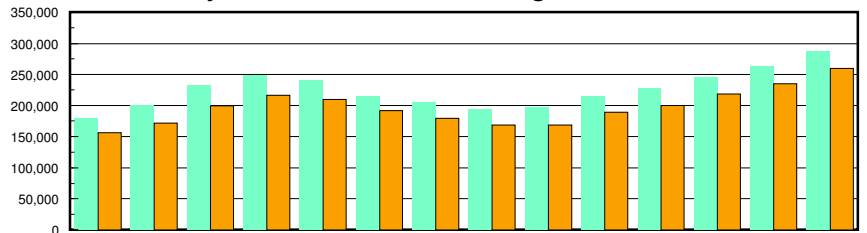
Equal Housing Opportunity

All statistical reports are available on the web at WVMLS.COM



AREAS:	#
Keizer	10
Central Salem	20
Suburban East	30
Suburban SE	35
Southeast Salem	40
South Salem	50
West Salem	60
Benton County	70
Linn County	80
Marion County	90
Polk County	95

2004 to 2017 ytd Residential Average/Median Sales Prices



2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017 ytd
180,172	199,754	232,943	249,203	240,406	215,432	205,406	193,821	196,867	215,207	227,879	245,098	263,415	286,976
156,900	172,400	199,900	217,000	210,000	192,000	180,050	169,000	169,000	189,595	200,350	219,000	235,400	260,000

Factoid: The average new home sold in the Willamette Valley is a 3 bedroom, 2 bath with 1,981 square feet plus a 2 car garage. The average cost per square foot for a new home is \$168.00 including a 6,000 square foot lot.

	Closed Sales	New Listings	Pending Listings	Average Sales Price	% List Price to Sales Price
September 2017	1,050	1,274	1,663	\$287,605	98.59%
Full Year 2016	10,991	14,486	4,940	\$251,689	98.78%
September 2016	971	1,147	2,097	\$263,235	99.49%
Full Year 2015	10,071	13,914	5,190	\$239,276	99.04%